### Material Provided by MPCC at Presbytery Meeting May 7, 2019

	January	February	March	April	Мау	June	July	August	September	October	November	December	Total
Summer Camp	)					\$90,450	\$40,335						130785
Donations	\$10,466.66	\$10,466.66	\$10,466.66	\$10,466.66	\$10,466.66	\$10,466.66	\$10,466.66	\$10,466.66	\$10,466.66	\$10,466.66	\$10,466.66	\$10,466.66	\$125,599.92
Grants													
Corporate Spo	nsorship												
User Groups	\$2,329.69	\$3,716.45	\$18,636.11	\$19,234	\$22,019	\$25,709	\$17,704.60	\$41,393.55	\$10,169.50	\$35,312.49	\$4,774	\$11,560.08	\$212,558.47
Presbytery O	\$8,109	\$8,109	\$8,109	\$8,109	\$8,109	\$8,109	\$8,109	\$8,109	\$8,109	\$8,109	\$8,109	\$8,109	\$97,308
													566251.39
Debt Service	\$5,094.58	\$5,094.58	\$5,094.58	\$5,094.58	\$5,094.58	\$5,094.58	\$5,094.58	\$5,094.58	\$5,094.58	\$5,094.58	\$5,094.58	\$5,094.58	\$61,134.96
Year Round S	\$21,914.25	\$21,914.25	\$21,914.25	\$21,914.25	\$21,914.25	\$21,914.25	\$21,914.25	\$21,914.25	\$21,914.25	\$21,914.25	\$21,914.25	\$21,914.25	\$262,971.00
Additional Staf	f												
Operating Ex	\$15,594.00	\$15,594.00	\$15,594.00	\$15,594.00	\$15,594.00	\$15,594.00	\$15,594.00	\$15,594.00	\$15,594.00	\$15,594.00	\$15,594.00	\$15,594.00	\$187,128.00
Professional	\$4,584.67	\$4,584.67	\$4,584.67	\$4,584.67	\$4,584.67	\$4,584.67	\$4,584.67	\$4,584.67	\$4,584.67	\$4,584.67	\$4,584.67	\$4,584.67	\$55,016.04
Capital Improv	ements												\$566,250.00
													\$1.39
2018													

	January	February	March	April	Мау	June	July	August S	eptember	October	November	December	YTD
Summer Camp						\$100,000	\$80,000						180000
Donations	\$20,819.03	\$2,773.05	\$14,994.42	\$14,000	\$17,000	\$19,000	\$17,000	\$17,000	\$20,000	\$22,000	\$27,000	\$30,000	\$142,586.50
Grants										\$25,000			25000
Corporate Sponsorship													
User Groups	\$6,696	\$4,229	\$29,282.30	\$14,421.80	\$33,722.72	\$37,006.25	\$31,964.85	\$45,000	\$32,000	\$45,000	\$6,000	\$15,000	\$300,323
													647909.42
Refinance & Working Capital													
Year Round Staff	\$21,771.96	\$33,672	\$30,353	\$22,000	\$30,000	\$30,000	\$30,000	\$30,000	\$28,000	\$28,000	\$22,000	\$22,000	\$327,796.96
Additional Staff					\$11,250.00	\$11,250.00	\$11,250.00						33750
Operating Expenses	\$27,321.01	\$6,737	\$10,206	\$15,150	\$15,150	\$15,150	\$15,150	\$15,150	\$15,150	\$15,150	\$15,150	\$15,150	\$180,614.01
Professional Food Service	\$1,111.20	\$719	\$211	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$24,541.20
Capital Improvements/Debt Service	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$51,000
2019 - YTD Actual plus Educated Projections													\$617,702.17
													\$30,207.25
Presbytery Bridge Loan	\$56,600												
Presbytery Bridge Loan will be paid back \$25,00	0 immediately up	on loan closing an	id \$5,500 each mo	onth July - Noven	nber, squaring the	books by EOY 20	)19						
2019 Actual Sheet is a blend of received revenu	e and projections	based on contrac	ts signed and plec	lges made									

	January	February	March	April	Мау	June	July	August	September	October	November	December	YTD
Summer Camp	)				65000	65000	65000	30000					225000
Donations	25000	25000	25000	25000	25000	25000	25000	25000	25000	35000	40000	45000	345000
Grants	25000						25000						50000
Corporate Spo	nsorship						25000				25000		50000
User Groups	10000	20000	22000	30000	50000	55000	60000	60000	70000	80000	50000	35000	542000
													1212000
Presbytery Out	tlay												0
Refinance &	6792.76	6792.76	12500	12500	12500	12500	12500	12500	12500	12500	12500	12500	138585.52
Year Round \$	12500	12500	12500	12500	12500	12500	12500	12500	12500	12500	12500	12500	150000
Additional Sta	12500	12500	12500	12500	12500	18500	18500	18500	18500	18500	18500	15250	188750
Operating Ex	15150	15150	15150	15150	15150	15150	15150	15150	15150	15150	15150	15150	181800
Professional	5500	5500	5500	5500	7500	7500	7500	7500	10000	10000	10000	7500	89500
Capital Impro	19000	19000	19000	19000	19000	19000	19000	19000	19000	19000	19000	19000	228000
													976635.52
2019 - Overture													
													235364.48

	January	February	March	April	Мау	June	July	August	September	October	November	December	YTD
Summer Cam	р				65000	65000	65000	40000					235000
Donations	25000	25000	25000	25000	25000	25000	25000	25000	35000	35000	45000	55000	370000
Grants			50000										50000
Corporate Sp	onsorship				50000							50000	100000
User Groups	12000	25000	40000	45000	50000	55000	65000	85000	85000	55000	50000	30000	597000
													1352000
Presbytery Ou	utlay												0
Working Cap	12500	12500	12500	12500	12500	12500	12500	12500	12500	12500	12500	12500	150000
Year Round S	15000	15000	15000	15000	15000	15000	15000	15000	15000	15000	15000	15000	180000
Additional Sta	15000	15000	15000	16500	18500	24000	18500	18500	16500	16500	16500	14500	205000
Operating Ex	16900	16900	16900	16900	16900	16900	16900	16900	16900	16900	16900	16900	202800
Professional	25000	10000	10000	10000	10000	10000	10000	10000	10000	10000	10000	10000	135000
Capital Impro	45000	30000	28000	26000	24000	22000	20000	20000	15000	15000	15000	15000	275000
													1147800
2020													
													204200

### FAQ and financials:

Thank you for taking the time to review this and ask us additional questions. Below we have addressed inquiries that have been brought up, and we have included some narrative thread to explain our projections for remaining 2019 and conservative estimates for 2020 and 2021:

## What is the methodology on how Montgomery BOD developed the projected revenue amounts – user groups, summer camp and donations?

The detail on how we determined our projections for summer camp is: starting with the number of campers already booked for this summer, extrapolating out the percentage increase based upon interest from new marketing efforts both within our Presbytery and looking outside our Presbytery heavily, as well as conservative increases for these newly contacted groups (e.g. Foster Care of Florida, Boy Scouts of America -FL region, Presbytery of Orlando, and many more.) The user groups' increase is similar, inasmuch as we took YTD bookings and added conservative estimates based on interest from marketing campaigns to our Presbytery as well as Savannah Presbytery, Flint River Presbytery, Orlando Presbytery, and the outreach and sales efforts that we are ramping up to UF, UCF, corporate groups, and large churches outside of our denomination. Donations are estimated based on our Development Director, Maurie's, YTD efforts, donor feedback and analytics, and her years of experience creating and managing major capital campaigns.

## Do you have some detail and/or narrative to help explain the projected increase in revenues?

Other than the information stated above, one of the major drivers that we use from a bottom-up financial projections approach is that none of the aforementioned efforts have been deployed in at least a decade, possibly more, and with the Overture plan and the tactical implementations mapped out in the last 6 months, we are confident that these new sales and contribution channels will bear out our conservative estimations. These projected increases have already begun, even in the absence of outside capital infusion as strategic debt.

# Why is Additional (Summer) Staff so much lower in the projections as compared to historically?

We based these numbers on last year's reported data. Due to our Camp Director's efficient management and lean operational style, and with the addition of "retreat style camping" that is getting rave reviews and copious positive feedback, the staff needs are somewhat reduced.

#### How were the Capital Improvements/Debt Service numbers derived?

Our 3 Directors worked with the BOD and our maintenance staff to derive capital improvement numbers based upon 2 factors - 1. Immediate issues that must be and will be addressed to bring Montgomery up to a reasonable standard for revenue generation and recruitment of customers, and 2. capital improvements that will generate immediate ROI and largest ROI from user groups and user feedback from summer campers and parents. Debt service numbers are based on the numbers given to us by PILP in reference to the loan we are planning to close with them.

#### How will the reserve account be funded?

The \$150,000 necessary to proceed with the loan, that counts toward both the reserve account AND the investment requirement, will be invested in by private donors and Presbytery churches. We have commitments for \$125,000 at present and hope to have the full \$150,000 committed by tomorrow. We certainly welcome POSA to invest in this fund as well.

#### What is the current debt owed by Montgomery to the Presbytery?

\$56,600, half of which will be repaid immediately upon closing, the balance to be paid in monthly installments prior to YE 2019.

## What are YTD donations and prospects for donations. Does this affect the reserve account?

The reserve "request" is not considered by Montgomery, nor by potential investors, as a contribution. We are raising a fund for PILP from a consortium of investors for an interest-bearing investment vehicle. As such, we have not seen nor do we anticipate any impact on contributions. The BOD has secured the investment capital outside of the contacts that our Development Director is currently contacting. YTD received contributions are \$43,335 and increasing. Please see projections for more information.

#### Financial projections – is there additional anticipated debt needed from Presbytery

We don't anticipate any additional Presbytery contributions, assuming that we can close the financing expeditiously.

Loan amount = \$700,000 Interest Rate = 4.75% Initial monthly payment = \$4,500 POSA bridge loan repayment schedule = \$25,000 immediately upon closing, remainder in monthly installments, paid off in CY 2019